

Message Text

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PAGE 01 STATE 254867

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ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 /026 R

DRAFTED BY EB:JLKATZ:BM

APPROVED BY EB - JULIUS L. KATZ

S/S - MR. EALUM

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TO USMISSION OECD PARIS NIACT IMMEDIATE

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EXDIS

E.O. 11652: GDS

TAGS: OGEN

SUBJECT: IRANIAN PRICE PROPOSAL

REF: OECD PARIS 27389

FOR ENDERS FROM JULIUS KATZ

1. I AM UNFAMILIAR WITH REPORTS YOU CITE THAT DISCOUNT RESERVED FOR BULK BUYERS UNDER IRANIAN PRICE PROPOSAL MAY APPLY ONLY TO SMALL PART OF TOTAL. AMOUNT OF CRUDE AVAILABLE TO CONCESSIONARY COMPANIES IS ONE OF SIGNIFICANT UNKNOWN FACTORS IN IRANIAN PROPOSAL. CIA BELIEVES THAT PORTION RESERVED FOR CONCESSIONARY COMPANIES MAY AMOUNT TO 70 PERCENT. OTHER INFORMATION SUGGEST THAT IT MIGHT BE MORE IN LINE WITH EXISTING OFF-TAKE. WITHOUT SUCH INFORMATION IT IS IMPOSSIBLE TO EVALUATE THE PRICE IMPACT OF THE SHAH'S PROPOSAL. IN PRESENT CIRCUMSTANCES I SERIOUSLY QUESTION UTILITY OF COMMUNICATION FROM SECRETARY TO SHAH. I RECOMMEND THAT WE SUSPEND LETTER PENDING FURTHER CLARIFICATION IRANIAN PROPOSAL AS WELL AS ABU DHABI DECISIONS. FYI. ARAMCO TEAM HEADED BY GARVIN AND TAVOULAREAS GOING TO SAUDI ARABIA THIS WEEKEND. THIS MAY
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PAGE 02 STATE 254867

HELP CLARIFY SITUATION. IN ADDITION WE WILL ASK TEHRAN

TO SEEK CLARIFICATION FROM IRAN KEY ELEMENTS THEIR PROPOSAL.
END FYI.

2. I WILL DEAL WITH PARAS 2 AND 3 OF REFTTEL IN SEPARATE
MESSAGE. INGERSOLL

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